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**TORONTO CHAPTER  
 2003/2004 BOARD OF  
 DIRECTORS**

**President**

Michael Conway

**Vice President & Chair,  
 Membership Committee**

Brian McAskill

**Secretary and Chair**

Florian Meyer

**Chair, Programs**

John Poptsis

**Past President & Chair  
 Issues, Policies & Advocacy  
 Committee**

Laurie Tugman

**Chair, Career Services  
 Committee**

Jim Wilson

(continued on next page)

**The President's Corner**

Welcome to the start of FEI Toronto Chapter's 2003-04 season

**Last year was a very formative year for the Toronto Chapter of Financial Executives International Canada (FEIC).**

**Revitalizing FEI Toronto**

In November 2002, Laurie Tugman led the Toronto Chapter Board through a Strategic Review that discussed the strengths and challenges faced by our chapter and highlighted the need to revitalize FEI Toronto by focusing on the following key areas:

**1. FEI PROFILE**

- Committee recruiting
- Present a clear view on important business issues, by taking a stand for members / business community
- Develop a media strategy – method and message

**2. PROGRAM**

- Feasibility study – test market new options and study successful formats used by other organizations
- Benchmark – satisfaction and participation
- Consider developing range of professional development programs, including "hot" financial issues (also part of Initiative # 3).

**3. CAREER DEVELOPMENT & TRANSITION**

- Establish Mentorship Program and/or workshops to provide members considering career changes with access to peer advice and search information;
- Study successful formats used by other FEI chapters, such as a Consultants' co-operative;
- Consider feasibility of offering members other services, such as confidential CFO Skills Evaluations or an Ethics sounding board;
- Consider appropriateness of selective strategic alliances; i.e. In-transition issues and executive recruitment.

## TORONTO CHAPTER 2003/2004 BOARD OF DIRECTORS

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### DIRECTORS

Lynn Belo  
Wendy Brodtkin  
Gerry Haller  
Naresh Khosla  
Judy Munro  
Madhav Murti  
Rose Papastamos  
William Ross  
Fred Silk  
Cliff Truax

## The President's Corner (continued from page 1)

### 4. MEMBERSHIP

- Develop member retention strategies, mainly by inviting more members to become more actively involved in FEIC and the Toronto Chapter;
- Ensure new members are properly welcomed into FEI Toronto, through various means including the continuation of the New Members' Reception that was introduced in 2002-2003.
- Determine better ways to attract Prospective Members.

Many of these focus areas have since been developed by committees of interested Toronto Chapter members, and you will hopefully note the results of their ongoing work as this year progresses. If you have any views on these issues, we want to hear from you!

## FEI Toronto Member News

In April 2003, Toronto Chapter member Isabel Meharry was recruited as FEI Canada's new President & CEO. Isabel brings significant business experience to this position and, most importantly, many of us have already experienced her infectious enthusiasm. Good luck, Isabel!

Peter W. Currie, Vice-Chairman & CFO of RBC Financial Group and a long-time FEI Toronto member, was named the first recipient of Canada's CFO of the Year Award at FEIC's Annual Conference this past June in Banff. This announcement marked the culmination of a project initiated in the Fall of 2001 when Cliff Truax, Fred Silk, Ron Hosking and other Toronto Chapter Past Presidents conceived of this award to honor and recognize the quality, insight, direction and leadership of Canada's senior financial leaders. This award, which is sponsored by FEI Canada and PricewaterhouseCoopers in association with The Caldwell Partners, will be presented annually. Many thanks to Cliff, Fred and Ron and our warmest congratulations to Peter!

I would like to thank Laurie Tugman for his work on the Toronto Chapter's strategic initiative as well as all his other contributions during his tenure as President last year. I would also like to acknowledge and thank the following Directors who retired from the Toronto Chapter Board at our Annual Meeting in May 2003:

- Ron Hosking Director since 1993 and Past President (1996-97)
- Jan Shah Director since 2000
- Rita Witrylak Director since 2000
- Tina Dell'Aquila Director since 2002

## FEI Toronto's exciting 2003-2004 year

As one of the big reasons we launched our strategic work last year was to increase active FEI member involvement, I am very pleased to highlight that over 30 members are now involved in either the Toronto Chapter Board or one of its committees – this is almost twice the number as last year. We do, of course, still have room for you! If you also wish to become

## The President's Corner ( continued from page 2)

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more involved in FEIC or if you would like to provide us with your suggestions, please do not hesitate to contact either myself or any member of the FEI Toronto Chapter Board (the Directors slate below contains all our Email addresses).

We are pleased to kick off our exciting Fall program with Canada's CFO of the Year Peter Currie on September 18th and then hear IBM Canada's President Ed Kilroy after a visit to IBM's state-of-the-art Software Research Lab in Markham on October 21st. To register, please contact Liz Howell at 416-352-5268 (voicemail) or e-mail at lb@passport.ca. I look forward to seeing you there!



Finally, I would like to mention a word of thanks to my friend James Wilson for his great work in redesigning this Newsletter. James and his team at Overdrive Design Limited, particularly James Roberts, (see them at <http://www.overdrivedesign.com>) have been very helpful and patient with our volunteer committee.

Best regards,  
Michael Conway

President - Toronto Chapter 2003-04  
Financial Executives International

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## Program 2003 -2004

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Thursday, September 18, 2003



**Peter Currie,**

*Vice-Chairman & CFO, RBC Financial Group and  
Canada's CFO of the Year 2003-2004*

**"Keeping Investors' interests at the heart of  
Corporate Governance practices"**

National Club - Main Dining Room

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Tuesday, October 21, 2003



**IBM Software Development Centre Tour / Dinner  
Ed Kilroy,**

*President, IBM Canada*

An interesting evening at IBM's state-of-the-art  
Markham facility

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## Program 2003 -2004 (continued from page 3)

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Thursday, November 20, 2003

### Annual Spousal Social Event

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Wednesday, December 3, 2003



### 2004 Economic Outlook

**Dr. Sherry Cooper,**

*Executive Vice-President & Global Economic Strategist,  
BMO Financial Group*

National Club - Bar Lounge / Main Dining Room

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Wednesday, January 28, 2004

### Joint Meeting with Canadian Investor Relations Institute (CIRI)

**Topic: TBA**

National Club - Main Dining Room

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## Membership News

*by Brian McAskill, Vice President & Chair, Membership Committee*

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### CURRENT MEMBERSHIP

As of July 31, 2003, Toronto Chapter had 462 members, of whom 356 are Active, 3 Academics and 103 are now enjoying retirement.

For the year ended June 30, 2003, Toronto Chapter attracted 30 new members; however, transfers, retirements and non-renewals offset this. Based upon our membership profile, demographics would suggest that FEI Toronto Chapter will continue to experience significant retirements in the coming years. As such, we must continue to recruit vibrant new members to assist in the renewal of our Chapter's membership!

### WELCOME TO OUR NEW MEMBERS

**We are pleased to welcome the following 21 new members that have joined in 2003:**

- Anne Bell, Managing Director, Resources Connection Inc.
  - Keith Campbell, Vice President Finance & CFO, BPB Canada Inc.
  - Jim Collins, Vice President Finance & Administration, Hydrogenics Corporation
  - Ian Cook, Chief Financial Officer, UBS Global Asset Management
  - John Crewson, Vice President Finance, Treasurer & CFO, Maersk Canada Inc.
  - Michael Doolan, Senior Vice President & Chief Financial Officer, Falconbridge Limited
  - Travis Epp, Treasurer, United Corporation Limited
  - David Farmer, Vice President, Corporate Finance, BMO Financial Group
  - Janice Fukakusa, Executive Vice President, RBC Financial Group
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## Membership News (continued from page 4)

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- Karim Kanji
- Lesley Markow, Corporate Secretary & Vice President Finance, Jemtec Inc.
- Mary Meffe, Director of Finance, Ontario Energy Savings Corporation
- Dave Murray, Chief Financial Officer, Longview Solutions Inc.
- Valke Murusalu, Vice President & Assistant Chief Auditor, BMO Financial Group
- Peter Papagiannis, Vice-President Finance, Brookfield Lepage Johnson Controls
- Roochita Patel, Corporate Controller, Martin-Brower of Canada Co.
- Richard Prupas, Chief Financial Officer, Blake Cassels & Graydon LLP
- Cathy Rudman, Director of Finance, Pharmacia Canada Inc.
- Brad Surminsky, Chief Financial Officer, ADP Canada
- Daryl Wood, Finance Director & CFO, Market Regulation Services Inc.
- John Zimantas, Director of Finance, Black & McDonald Limited

### **MEMBERSHIP TRANSFERS IN - 2003**

- Michael Cunningham, CFO, ING Canada Inc., from US Chapter
- John Hanna, EVP Finance & Administration & CFO, Rexel North America Inc., from Montreal Chapter
- Phyllis Heaphy from Calgary Chapter

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## Prospective Member Offer

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Prospective members are invited to one complimentary Toronto Chapter Dinner.

Members are encouraged to bring out prospective FEIC Toronto members to a future Toronto Chapter meeting. This complimentary offer, which is applicable to all dinners except our annual social evening and our (always sold-out) December night with Dr. Sherry Cooper, is available by completing a Prospective Member Referral Form and sending it to Liz Howell when you reserve your attendance for that dinner.

To receive a Prospective Member Referral Form, please contact Liz by e-mail, [lb@passport.ca](mailto:lb@passport.ca) or voice mail, 416-352-5268.

As always, members can bring guests other than prospective members to our Toronto Chapter meetings, but members will be billed for these guests (and themselves) at regular rates.

Should you need any information concerning FEIC membership, please consult [www.fei.org/canada/](http://www.fei.org/canada/) or forward an e-mail to Brian McAskill, FEIC Toronto's Director of Membership at [Brian.J.McAskill@marsh.com](mailto:Brian.J.McAskill@marsh.com)

## Membership Committee 2003 - 2004

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Toronto Chapter completed a strategic review of our operations in 2002-03 and the initiative will be continue in 2003-04. The Membership Committee was expanded to 8 members last year and we plan to expand to 15 this year. 2003-04 Membership Objectives. These are segregated into four focus areas:

- 1. Develop Effective Proactive Committee** - develop duties, responsibilities and allocate objectives to each committee member
  - 2. Welcoming New Members** - identify, greet and welcome new members at all chapter functions
  - 3. Member Retention** - interact with program committee to evaluate effectiveness of our chapter meetings and poll members to determine which value added activities are beneficial
  - 4. Attracting Prospective Members** - review successful recruiting techniques with other Canadian and US chapters and use an expanded committee to develop and follow up leads
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## Recruitment Packages are available

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### How many new members have you recruited this year?

FEIC has put together an excellent recruitment package, including a brochure "10 Key Reasons to Join FEI". Should you need any information concerning FEIC membership or are interested in either receiving one of these packages or having one sent to a prospective member, please contact Paulette Kirkey at (416) 366-3007 ext. 5103 or send her an Email at [pkirkey@feicanada.org](mailto:pkirkey@feicanada.org). If you are interested in joining Toronto Chapter's Membership Committee, please contact Brian McAskill, FEIC Toronto's Vice-President and Membership Committee Chair at (416) 868-2806 or e-mail at [Brian.j.mcaskill@marsh.com](mailto:Brian.j.mcaskill@marsh.com).

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## Membership Roster Book 2003/2004

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Chapter Directors have decided not to publish the hard copy chapter roster we provided in the past.

### The decision was taken for two reasons

1. Dated information in the book resulting from members changing companies, retiring, moving, etc.
2. Publishing cost of \$5,000.

### Members have 2 ways to access member data

1. Access the FEI online member roster by searching [www.feicanada.org](http://www.feicanada.org) > Members only > Enter Login Name and Password.; or
  2. Use Acrobat member roster file as of September 2003 (attached to the email that forwarded you this newsletter)
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## Career Services

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The Toronto Chapter Board has created a 7 member Career Services Committee, to respond to the Career Services needs of the members of the Toronto Chapter. This committee has developed an initial plan that will provide a number of valuable resources to its members. These initiatives include broad networking and support, a series of workshops, job postings as well as access to executive search and other career professionals.

Members interested in additional information are encouraged to contact Jim Wilson, Committee Chair at (905) 470-0298 or jim.wilson4@sympatico.ca.

The Committee wants to invite you to the first of a series of events. Participants are asked to contact Martin Buckland of ExecuNet to reserve space for either of the two sessions outlined below. If you have any questions or specific suggestions regarding the Committee's plans, you should forward them to Liz Bowell, lb@passport.ca

### Career Services Workshop

*"Rejuvenate Your Resume - Reap the Rewards"*

Wednesday October 1, 2003; 5:00 to 7:00PM

As an initial workshop, Financial Executives International - Toronto Chapter is pleased to invite members "Rejuvenate Your Resume- Reap the Rewards" presented by Martin Buckland, a leading Master Resume Writer, Certified Professional Resume Writer, Certified Employment Interview Professional, Job & Career Transition Coach and Certified Job Search Trainer. Martin is President of Elite Resumes and Strategic Career Resources, specializing in providing a high quality, powerful resume and job search service to professionals of all levels and careers. Martin empowers his clients with the tools they require to achieve their career and life goals and succeed in today's competitive job market. Space is limited to 25 participants on a first come first serve basis and must be reserved in advance no later than Wednesday, September 24, 2003 by calling Martin Buckland at 905- 825-0490. The workshop is free of charge to FEI members only and will be held in a downtown Toronto, location to be advised.

### ExecuNet

*Toronto Executive Networking Sessions*

Toronto Board of Trade- 5:00- 8:00PM

**Wed. Sept. 24, 2003-** Guest Speaker- Mark Swartz, Principal, Career Activist

**Wed. Oct. 22, 2003-** Recruiters Panel with Carl Lovas, President, Ray & Berndston

**Wed. Nov. 26, 2003-** Guest Speaker - Linda Schnabel, Principal, Career Works

In association with ExecuNet, the leading executive job, career and networking organization exclusively for \$100,000+ executives and senior level managers, the Career Services Committee of the FEI Toronto Chapter is pleased to offer FEI members a discounted registration price of \$35 to attend a Toronto executive networking session. FEI members must register in advance with Martin Buckland at 905-825-0490.

ExecuNet's monthly networking meetings are designed for professionals who want to stay "on top" of their careers, remain alert to job opportunities, penetrate the hidden job markets and be better prepared in today's uncertain working environments. Come and meet other executive professionals who are committed to developing and expanding their networking relationships. Attend and gain critical information and leads in the latest strategies to focus and speed up your job search or career development. For more information on ExecuNet see [www.execunet.com](http://www.execunet.com).

